



Cambium Networks cnPilot Overview

Presented by:

Steve Kent, Director of Sales & Marketing, Purdicom

John Haresign, Senior Engineer & Master Cambium Trainer, Purdicom

Introducing Purdicom

Purdicom is a next generation wireless and networking distributor. Headquartered in Oxfordshire, we help our customers build networks across EMEA by offering true value-added support and services.

Purdicom Overview

Facts and figures



56 full time employees



32% growth YoY



25+ Awards



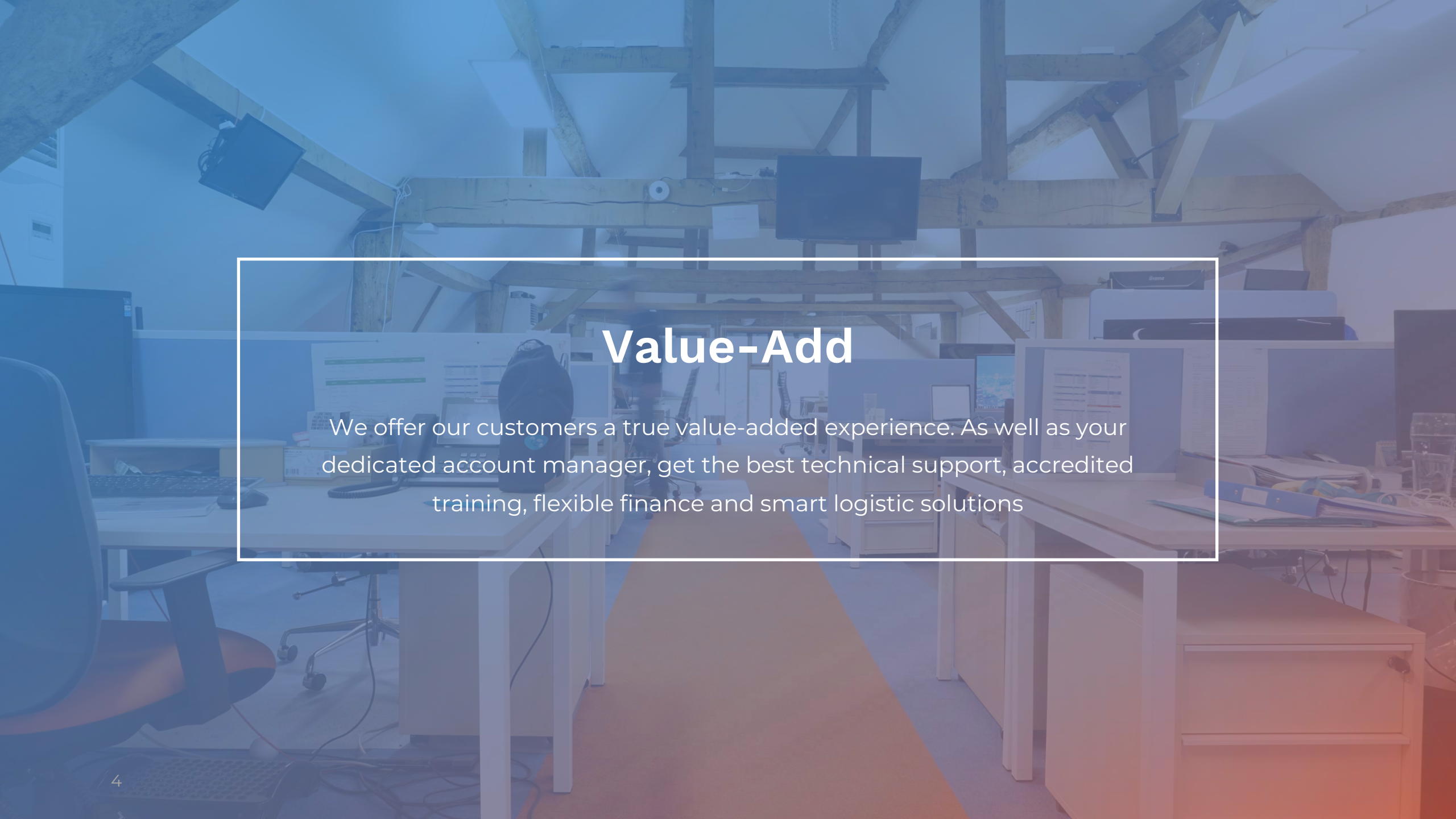
Est. 2005



Oxfordshire, UK



ISO 9001:2015



Value-Add

We offer our customers a true value-added experience. As well as your dedicated account manager, get the best technical support, accredited training, flexible finance and smart logistic solutions

Value-Add

Delivering value and building sustainable partnerships



TRAINING & TECHNICAL SUPPORT

Our expert technical team provide pre and post sales support as well as accredited vendor training.



LOGISTICS & FINANCE

Flexible finance and logistical support helping you meet deadlines and schedule installation projects.



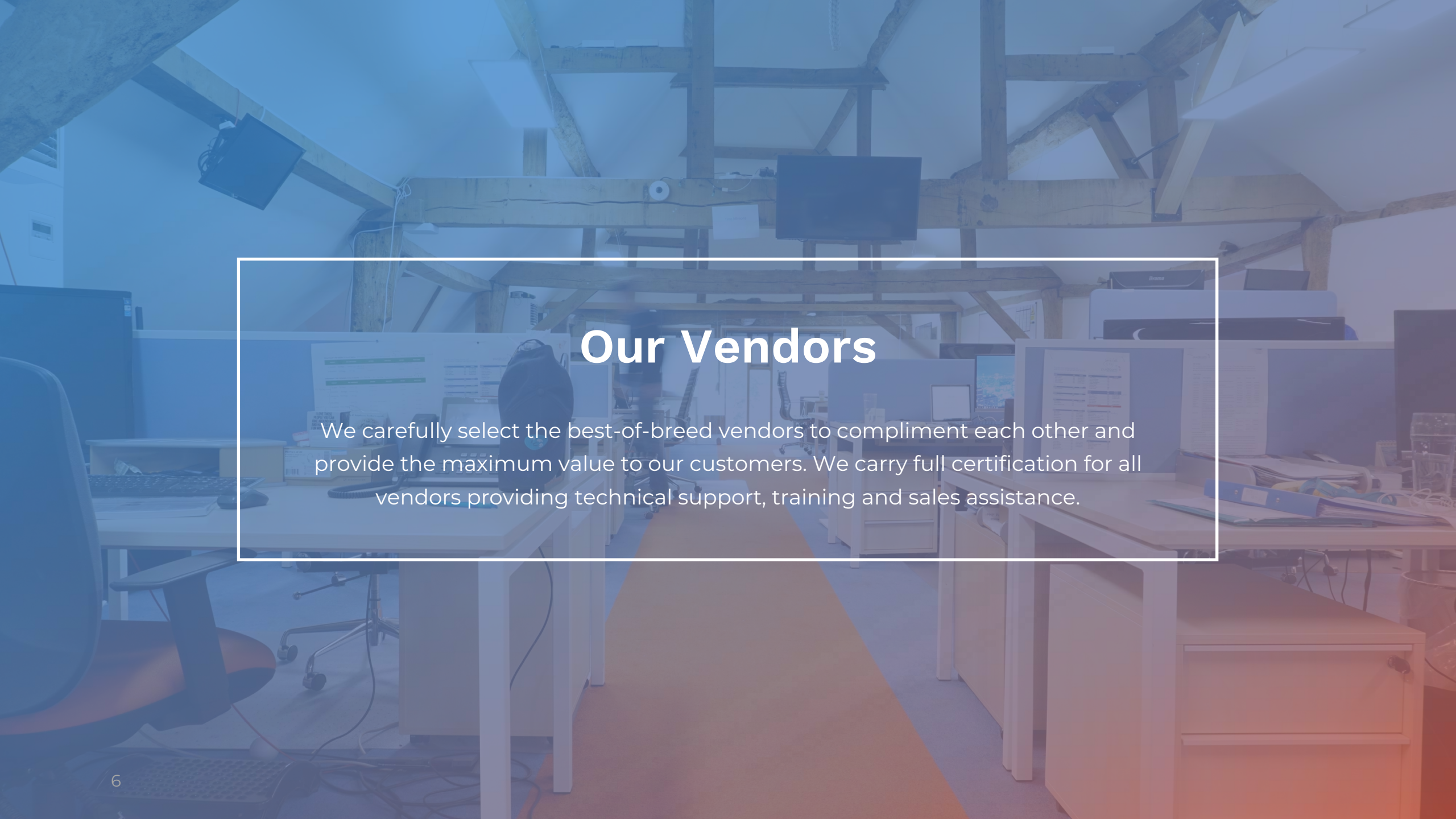
SALES

Dedicated account managers to fulfil your wireless needs and be a single point of contact to ensure



MARKETING

Marketing campaign support, content creating and vendor led MDF (Marketing Development Funds).

A photograph of an office interior, viewed from a perspective looking down a central aisle. On either side of the aisle are rows of white desks. Each desk is equipped with a computer monitor, keyboard, and various office supplies. The office has a high ceiling with exposed wooden beams and large windows in the background. The lighting is bright and even. The overall atmosphere is professional and organized.

Our Vendors

We carefully select the best-of-breed vendors to compliment each other and provide the maximum value to our customers. We carry full certification for all vendors providing technical support, training and sales assistance.

Vendors

Our carefully selected vendor portfolio offers the best technology available



Technology & Vendors

Covering all your networking and security needs



WiFi



Point to
Multipoint



Point to Point



Security



Switching



Control &
Access



Cambium Networks



Cambium Networks is a leader in wireless solutions designing and manufacturing fixed wireless broadband, point-to-point (PTP), point-to-multipoint (PMP), and enterprise WiFi.

- ✓ **Wireless experts:** leading pedigree and wireless innovation since 1999.
- ✓ **Scalable networks:** scale your network from a handful of subscribers to thousands of connected residences and businesses.
- ✓ **Flexibility:** choose cnPilot WiFi, PTP, PMP or ePMP to suit your network needs.
- ✓ **Powerful management:** single pane-of-glass management for control and visibility of your Cambium network.
- ✓ **Unmatched performance:** proven reliability and availability over the long term, reducing maintenance costs and delivering a low total cost of ownership.

Cambium Networks Portfolio



PTP
(Point-to-Point)

Unmatched reliability & security in wireless backhaul supporting features such as non line-of-sight, MIMO, dynamic spectrum optimisation and more.



PMP
(Point-to-Multipoint)

High performance wireless broadband connectivity for critical networks. Providing Massive Multi-User MIMO technology in a cost-effective solution.



EPMP

Breakthrough connectivity solution with GPS sync, offering high-quality performance & reliable access to unconnected communities.



cnPilot

cnPilot Wi-Fi combines high-capacity performance and affordability for large scale controller-managed Wi-Fi networks.



cnMatrix

cnMatrix switches simplify network deployment and operation. Improve performance, security and end user satisfaction while reducing costs.

Northumberland Schools Upgrade

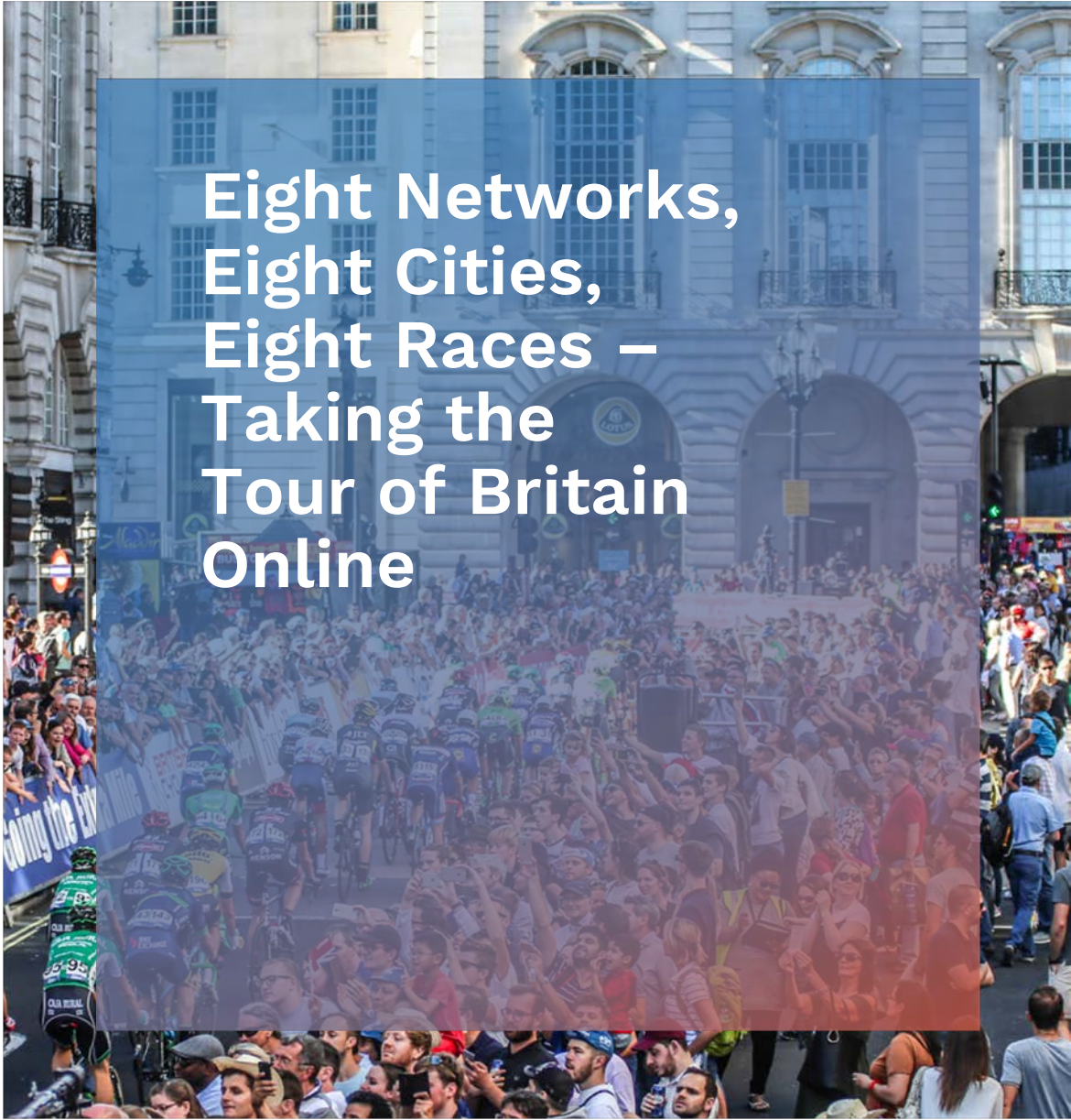
- cnPilot 802.11ac WiFi installed across 31 schools in Northumberland
- Previous solution installed in 2007 leaving schools in the area behind the curve.
- WiFi had to be high quality, reliable and able to cope with heavy traffic fluctuations.
- Cost of WiFi had to fit the budget or one of Britain's largest and more rural counties.



Dunbrody Country House Hotel gets Luxury WiFi Upgrade

- cnPilot connects guests and hotel staff with fast and reliable 802.11ac WiFi.
- Navigating listed building challenges and a fragmented layout, cnPilot provided blanket coverage.
- Hotel needed to install WiFi to provide luxury experience, without huge costs.
- No license fees helped keep costs down without compromising on hardware.





Eight Networks, Eight Cities, Eight Races – Taking the Tour of Britain Online

- cnPilot WiFi installed in 8 different UK cities in 8 consecutive days.
- Fast and reliable WiFi needed at each new finish line ready for high traffic volumes.
- Handled spectator, staff and service vehicle traffic across one network.
- Over a dozen e500 APs meshed together at each finish line ensuring a rapid, cost effective installation.



A woman with curly hair and glasses, wearing a red shirt, is pointing at a laptop screen. A man with glasses and a light blue shirt is sitting next to her, looking at the screen. They are in an office environment with bookshelves in the background. The image has a blue and red color overlay.

cnPilot Overview

Cambium Networks Enterprise Portfolio

Switching

8 & 24 Port POE & Non-POE

- Policy Based Automation
- Auto Device Segmentation
- Auto Policy Wipe
- Wireless Aware
- Site Survivability
- Cloud Management is affordable

cnMaestro

Public Cloud Management Platform

Single pane of glass

ZERO license/ZERO touch



Access Points

Range of indoor and outdoor specialty



E600

Dual band 11ac
4x4 MU-MIMO
BLE, USB



E410

Dual band 11ac
2x2 MU-MIMO



E430

Dual band Wallplate
2x2 MU-MIMO



E700

Outdoor IP67, Dual band 11ac
4x4 MU-MIMO, BLE, USB



E500

Outdoor IP67, Dual band 11ac
2x2 MU-MIMO

E501

High efficiency 13dBi antenna
120° sector

E502

High efficiency 17dBi antenna
30° sector

Cambium Enterprise Indoor Access Points

cnPilot e410 Indoor

Dual radio 2x2 802.11ac wave 2

Target Verticals

- SMB
- Education – small classroom and general use
- Retail – shopping centers and clients that wish to gather data
- Hospitality - general use Front of House, Back of House, Guest rooms

cnPilot e600 Indoor

Dual radio 4x4 802.11ac wave 2

Target Verticals

- Education -maximize capacity and coverage. Ideal for higher education
- Hospitality - high density conference rooms
- Retail – high density environments
- Healthcare - highest speed wireless for healthcare applications

cnPilot e430 Wallplate

Dual radio 2x2 802.11ac wave 2, 4 x GE, PoE out

Target Verticals

- Hospitality - At-Home services in hotel guest rooms
- Healthcare - services in hospitality patient rooms

Cambium Enterprise Outdoor Access Points

cnPilot e500 Outdoor

Dual radio 2x2 802.11ac
wave 2

Target Verticals

- Transport & Logistics - General good omni coverage for yard
- Hospitality – Stadiums and outdoor deployments
- Education - good coverage for users

cnPilot e501S/e502 Outdoor

2x2 Integrated Gigabit 11ac
access point with either
30deg or 120deg sector

Target Verticals

- Hospitality - stadiums, outdoor events, high density
- Transport & Logistics - 120deg sector antenna ideal for extended range

cnPilot e700 Outdoor

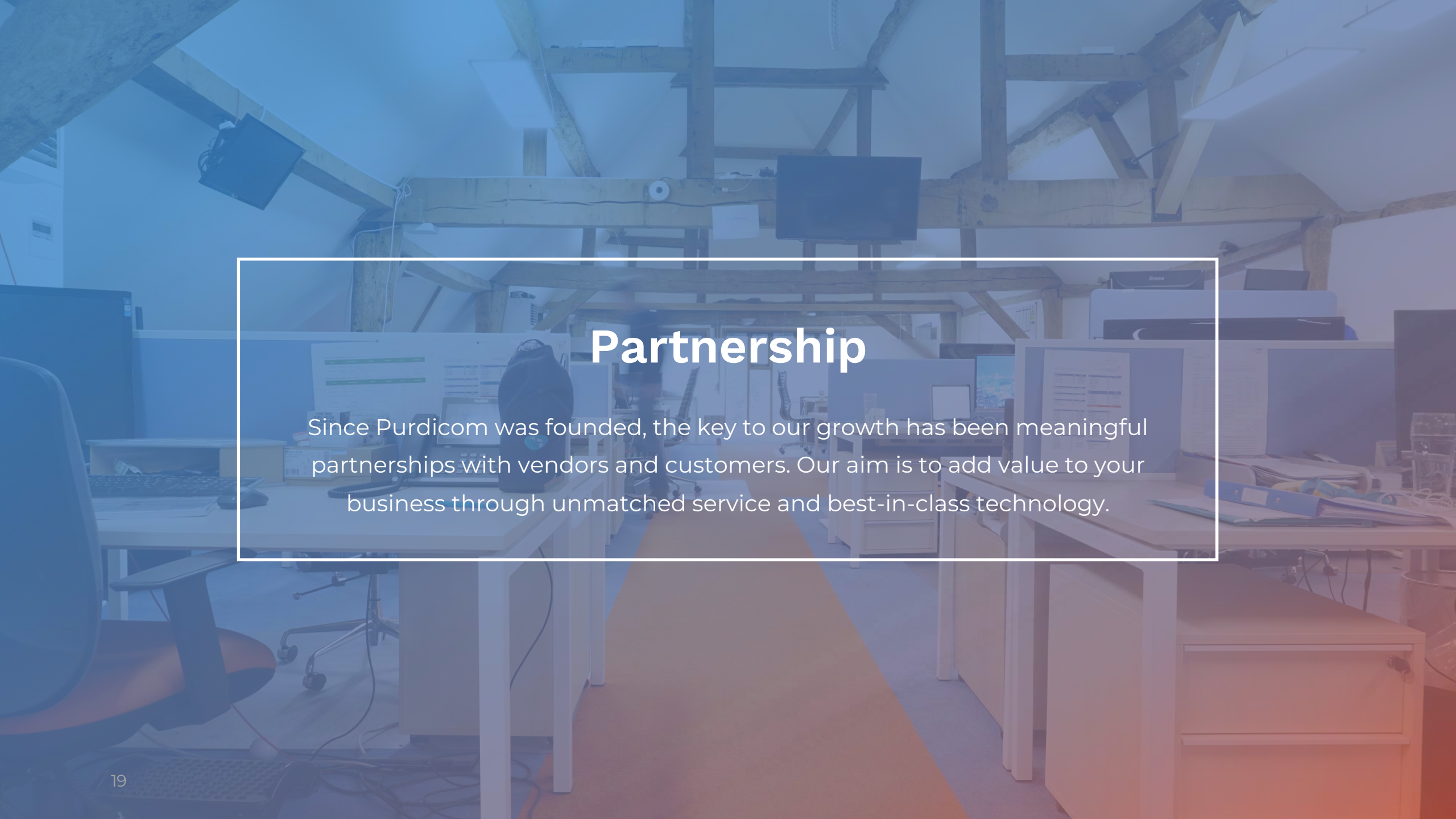
Dual radio 2x2/4x4 802.11ac
wave 2

Target Verticals

- Hospitality - high capacity outdoor coverage for poolside, large events, stadiums, parking lots
- Education - Excellent for higher education outdoor coverage, high density, high capacity throughput



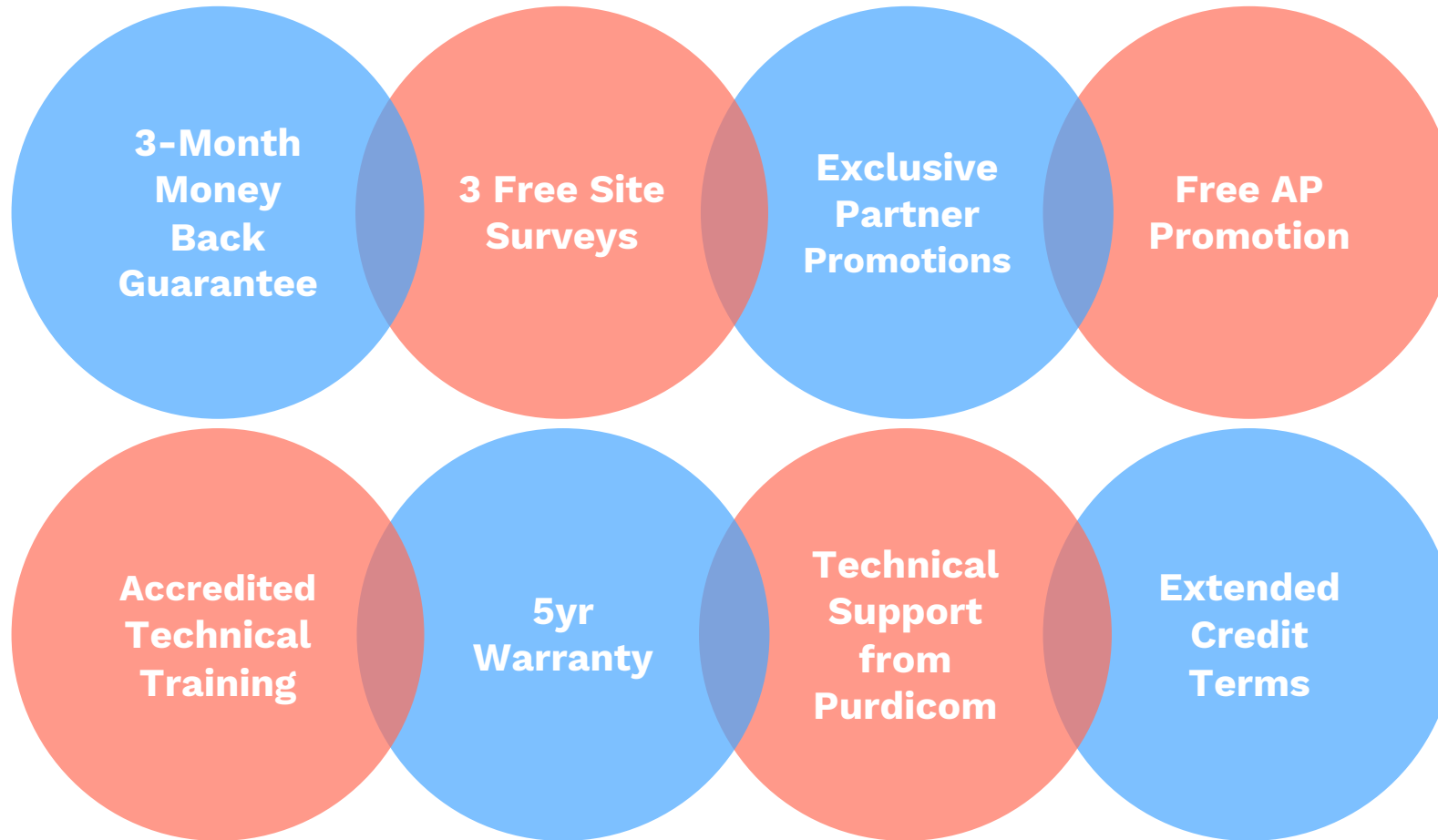
Demonstration

A photograph of an office interior, viewed from a low angle looking down a central aisle. On either side of the aisle are rows of white desks with computers, monitors, and office chairs. The ceiling features exposed wooden beams and modern lighting fixtures. The entire image is overlaid with a semi-transparent blue and orange gradient. A white rectangular box is centered over the middle of the image, containing the title and main text.

Partnership

Since Purdicom was founded, the key to our growth has been meaningful partnerships with vendors and customers. Our aim is to add value to your business through unmatched service and best-in-class technology.

Special Offers & Value Add



To take advantage of any of these offers, email cnPilot@purdi.com and get started.

Promotions

Buy 6 **get 1**
free - £700

Buy 10 **get 2**
free - £1,175

Buy an 8 Port
POE Switch &
6 AP's **get 2**
free - £1,075

Buy a 24 Port
POE Switch &
10 AP's **get 4**
free - £1,850

- Deal Reg pricing available
- Hospitality discount available
- Prices relevant to e410, promotions applicable to full Cambium portfolio



Thank you

Any questions?